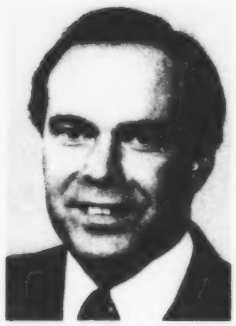
# 25 *Years of Service and Achievement*

SEDCO

*Saskatchewan Economic De*
*velopment Corporation Sas*
*katchewan Economic Devel*
*opment Corporation Saskat*
*chewan Economic Corporat*

89-05983/



Congratulations, twenty-five years of service to the provincial entrepreneurial community is a significant milestone for Saskatchewan Economic Development Corporation.

In spite of fluctuating fiscal and economic circumstances throughout the years, SEDCO has steadfastly maintained its role in promoting and facilitating economic development and diversification.

By devoting undivided attention to the business and industrial sector, SEDCO has been a major contributor to the remarkable economic diversification that has been achieved in Saskatchewan.

Today, with over $576 million in loans, working with new and expanded enterprises, hundreds of businesses in all areas of the province are providing challenging job opportunities for Saskatchewan residents.

Twenty-five years of practical experience is an excellent foundation on which Saskatchewan Economic Development Corporation will continue to build industrial activity and business expansion, to provide new jobs, and new levels of prosperity for the people of this province.

Grant Devine
Premier

On this occasion of SEDCO's 25th anniversary, it's important to reflect upon what the corporation has meant to the development of Saskatchewan.

While its original purpose to facilitate the development of industry in Saskatchewan has remained unchanged, SEDCO has evolved over its first quarter century to meet changing priorities.

Through a brief history of SEDCO, its mandate, and its basic achievements, this booklet illustrates the importance of economic diversification for Saskatchewan. The latter part of the publication is devoted to outlining the background and progress of some of SEDCO's successful clients which represent a cross-section of products, company size, and geographic location.

The government is proud of those success stories and the hundreds of others like them. For example, in recent years 85 to 90 per cent of SEDCO's loan customers are successful. We are also proud of the fact that more than 80 per cent of the loans are to small business, and 85 per cent of those are in rural centres.

What the government expects of SEDCO today is that it continue to serve as a primary instrument for job creation and diversification of Saskatchewan's economy. To do that, SEDCO will continue to be flexible in its approach to its customers and in the development of future programs and policies.

Hon. Joan Duncan
Minister in Charge

# Introduction

It has been 25 years since SEDCO incorporated to act as an agent for the encouragement of economic development in Saskatchewan. During that time the Corporation's major contribution has been to promote the diversification of Saskatchewan's economy and job creation. Because of SEDCO's activities our historically agricultural and resource-based economy is complemented with a variety of alternatives.

SEDCO has made a difference. Through evolving programs of financial assistance and property services SEDCO has furnished the opportunity. Innovative initiatives like the low interest programs, the establishment of western Canada's first research and development park, and special incentives for Saskatchewan's youth have helped to create a climate where increasingly, business and industry know they are valued in Saskatchewan.

SEDCO's more flexible approach has also opened doors for many clients giving them a chance to start up or expand their businesses. For many companies the opportunity to test their ideas, initiative, and expertise, quite simply, might not have come about without SEDCO support. With the Youth Entrepreneur Program, which began in 1985, the same opportunity has been handed down to the next generation.

In a sense, SEDCO's history of linking economic support to entrepreneurial energy has been an act of faith in what can be accomplished in Saskatchewan. New and expanded companies and the spinoff benefits of job creation are returns on SEDCO's investment in Saskatchewan's potential.

On the occasion of SEDCO's 25th anniversary, we present this brief historical publication featuring some of the hundreds of SEDCO's successful clients from across the province. They represent a cross-section of types of businesses of varying sizes that SEDCO has supported throughout the years. While we're featuring client successes, we acknowledge that there have been business failures — there always will be in business. But, they have comprised a small minority that does not detract from the importance of those that succeeded.

I congratulate our employees and clients for their part in building Saskatchewan's business and industrial future. I am confident SEDCO will continue to be prominent in that future. In 25 years, SEDCO has made a difference.

Larry A. Kyle, Q.C.
Chairman of the Board

March 29, 1988

# SEDCO History

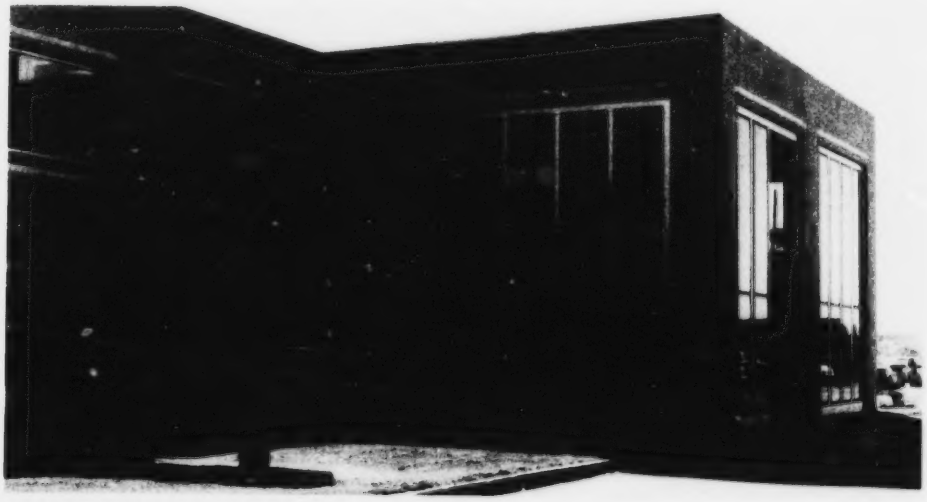
Twenty-five years ago, on March 29, the provincial government passed legislation to introduce a new player to the Saskatchewan economy. Under the provision of the Industrial Development Act, the Saskatchewan Economic Development Corporation (SEDCO) was created. This newly formed Crown corporation would gradually, over the next few years, take over the client portfolio of its predecessor, the Industrial Development Fund.

The basic purpose of the Corporation was to create an environment of industrial opportunity and growth in Saskatchewan. The Industrial Development Act said: "The purpose of the corporation shall be to facilitate the development of industry in Saskatchewan". To achieve this goal SEDCO was empowered to maintain and attract industry through financial assistance (loans and grants). Developing industrial buildings and sites and acquiring raw material inventories were other activities within the scope of SEDCO's mandate. That mandate has been the thread of continuity throughout SEDCO's 25-year history.

In a June 4, 1963 editorial, the Regina Leader-Post greeted the new Crown corporation with expectation: "Saskatchewan now appears to be all set for a new phase in its quest for industrial expansion, a phase based on co-operation between the government and established business and industrial interests in the province".

SEDCO's first six months were devoted to organizing, hiring staff, and finding office space. The Corporation started out with six employees — three of whom transferred from the Government Finance office. At first, they had the 11th floor of the Saskatchewan Power Corporation building all to themselves. But, in November 1964, SEDCO moved to share the 7th floor with the Department of Industry and Information, also concerned with building Saskatchewan's industrial future.

On July 1, 1963 the Corporation was ready to accept applications for both loans and grants. At that time, financial resources at SEDCO's disposal were $6.5 million for loans and $2.0 million for grants. The average loan that first year was $21,490. Interest in the



*SEDCO Management Centre, head office in Regina.*

# SEDCO History (continued)

new corporation had stepped up by the end of the year at a rate of five to six inquiries per week. Three grant applications and 18 loan applications were considered by SEDCO in 1963. After almost one year of operation, SEDCO employees looked forward to 1964 with the expectation that SEDCO would play an increasingly significant role in fostering Saskatchewan's industrial development.

SEDCO eventually had its own suite of offices in the Saskatchewan Power Building, but management found that there was a further need for space. Employees encountered the sometimes amusing inconvenience of having to pass through someone else's office to get to their own. In December 1972, the 9th Floor of the Canadian Imperial Bank of Commerce Building at 1867 Hamilton Street became SEDCO's head office.

SEDCO's assets grew from $6.6 million in 1963 to $37.7 million by 1972. In 1972, SEDCO was averaging 58 loans and guarantees cumulatively worth $14.6 million. SEDCO's first decade was a period of operational stability matched with an ever increasing impact on the Saskatchewan economy.

The Corporation underwent significant change in 1973. A change in eligibility criteria made a broader range of businesses eligible for SEDCO's lending assistance. The province's economy was in a boom cycle on the strength of the agricultural sector but money was tight. In this climate, SEDCO's programs were attractive to companies wanting to capitalize on an economy buoyant with opportunity. The size of loans and guarantees doubled to an average of $40,000.

This economic upturn challenged SEDCO's ability to service new companies and company expansions with development of industrial sites and buildings. To meet those needs, the properties function was created as a division of SEDCO. This division was to respond to the need for industrial sites and facilities and it ensured that existing properties were put to maximum use.

In 1974, the Properties Division was moved to the Midtown Centre on 11th Avenue and the Services Group was relocated to the since demolished McCallum Hill Building on Scarth Street.

During the 1973-74 period, SEDCO's personnel roster increased from 14 to 50 people reflecting the growth of the Saskatchewan economy and SEDCO's increased participation in that economy.

Continuous growth and subsequent need for office space led to construction of corporate headquarters on SEDCO-owned property in Regina. This building at 1106 Winnipeg Street also included office and warehouse space for rental clients. SEDCO employees began operating from the newly constructed head office in December, 1975. The new building consolidated the Crown's operating divisions and symbolized SEDCO's identity as a force in the Saskatchewan economy.

A major reorganization in 1976 streamlined SEDCO's administrative systems. For SEDCO clients, this new efficiency meant 25 per cent reduction in waiting time for loan processing. SEDCO recharged the Corporation's commitment to clients with the "cradle to grave" policy. The concept was defined as support from initial application until the account was terminated in the SEDCO books.

This corporate reassessment and SEDCO's responsiveness to the needs of the business community led to the opening of a branch office in Saskatoon to better serve clients in the northern areas. In February 1976, the branch was opened at 408-36th Street East (the former McCosham Building). The branch has since moved three times — to the Old Royal Bank Building on 2nd Avenue, to SEDCO Centre at Innovation Place in 1983, and, the last move being to the east addition of SEDCO Centre in 1987.

In 1977, SEDCO added a dimension to its mandate as a stimulative resource for the Saskatchewan economy when the Corporation began development of Innovation Place in Saskatoon. The 120-acre research and development park is recognized today as the most advanced research centre in Western Canada. As well, SEDCO's industrial parks program was a part of an initiative that saw the development of three industrial subdivisions in Regina and Saskatoon.

SEDCO's community industrial parks program helped various communities develop industrial parks as a means to attract business and industry. As a result, industrial parks were developed in nine communities throughout the province.

In March 1979, SEDCO opened a branch office in Prince Albert at 64-13th Street West. The following year a satellite office was opened in Swift Current and in 1981 another in Lloydminster. These offices were eventually closed after it was determined that those cities could be better served from the Regina and

# SEDCO History (continued)

Saskatoon offices by staff travelling to each community and business requiring assistance.

The emphasis of SEDCO's mandate was modified in 1983 to include businesses engaged in manufacturing and processing, and to facilities related to conventions and tourism. Retail and service businesses were also eligible where significant developmental features were involved.

By this time, streamlining and restructuring of operations led to increased efficiency. SEDCO's staff complement was reduced from 91 to 53, while activity increased in all areas. The corporation also achieved its goal to reduce the turnaround time on loan requests to an average of 10 days.

The Board of Directors has always consisted of prominent Saskatchewan business and professional people, and after 1983 that included the position of chairman. The minister-in-charge, since the 1983 change, serves as vice-chairperson.

In 1985, SEDCO introduced one of the corporation's most innovative financial assistance programs which opened doors for Saskatchewan's young people. The Youth Entrepreneur Program helps Saskatchewan residents between the ages of 18 and 30 establish new permanent businesses in the province. From inception in May 1985 to February 1988, 115 new businesses have been set up creating 212 full-time jobs.

SEDCO continues to provide direct financial assistance and property services to virtually all sectors of the Saskatchewan economy. Clients can arrange short-term loans and long-term financing of up to 20 years. SEDCO also offers to guarantee certain types of financing as an alternative to direct financing. For companies seeking industrial sites, SEDCO offers an assortment of arrangements: outright purchase, agreement to purchase with negotiable terms, lease-purchase option, and lease of land and buildings. SEDCO has property holdings throughout Saskatchewan providing clients with extensive options to locate their industry.

Over the 25-year history, SEDCO's programs of financial assistance and property services have evolved with changing priorities for changing times. Nevertheless, SEDCO, in 1988, remains consistent with the original intention of creating a public entity which would stimulate the Saskatchewan economy. SEDCO's 25-year milestone is more an achievement of making industrial diverisification an integral component of what was once almost exclusively a resource-based economy, than a record of longevity. In the final analysis, SEDCO's success is the success of its clients because their accomplishments of creating and expanding businesses and job creation are the evidence that SEDCO has been an effective agent for providing opportunity in Saskatchewan.

In that spirit, SEDCO's 25th anniversary is a tribute to the initiative, imagination, and expertise of the companies that have used its services. We thank all our clients for their essential part in our history. SEDCO looks forward to many more years helping to build Saskatchewan's future.

# *Corporate Mandate*

## *1963*

The Saskatchewan Economic Development Corporation was established pursuant to the terms of The Industrial Development Act, 1963, which received royal assent on March 29, 1963. This Act provided that:

> "The purposes of the Corporation shall be to facilitate the development of industry in Saskatchewan by providing loan capital and industrial buildings and sites and by assisting in the acquisition of raw-material inventories, and to act as agent of the Lieutenant Governor in Council in the making of grants to manufacturing companies."

## *1988*

SEDCO's Corporate mandate is:

1. The Corporation will provide a wide range of financial and property services to viable Saskatchewan companies, so as to promote and facilitate economic development and diversification.
2. The Corporation will act as a conduit for government initiated programs to encourage economic development, with a specific focus on small business.
3. SEDCO will operate in a businesslike manner, with emphasis on job creation and retention.

# *Board of Directors*

**1963-1988**

SEDCO 25TH

## Chairmen

| | |
|---|---|
| Honourable R. Brown | 1963 - 1964 |
| Honourable Herb C. Pinder | 1964 |
| Honourable G. B. Grant | 1965 - 1968 |
| Honourable Ross Thatcher | 1968 - 1971 |
| Honourable Allan Blakeney | 1971 - 1972 |
| Honourable Kim Thorson | 1972 - 1975 |
| Honourable John R. Messer | 1975 - 1976 |
| Honourable Norman Vickar | 1976 - 1982 |
| Honourable Paul E. Rousseau | 1982 - 1983 |
| Honourable Jack Klein | 1983 |
| Ted Hanlon | 1983 - 1984 |
| Larry A. Kyle, Q.C. | 1984 - 1988 |

## Members

| | |
|---|---|
| Andal, Ingolf | 1977 - 1981 |
| Andrew, Honourable Bob | 1985 |
| Antonini, E. E. | 1971 |
| Axtell, Donald F. (Secretary) | 1979 - 1980 |
| Bajbula, John | 1975 - 1977 |
| Barabash, John | 1971 - 1974 |
| Barsky, Samuel | 1972 - 1977 |
| Beatty, Garry H. | 1977 - 1981 |
| Bell, T. Patrick | 1974 - 1978 |
| Bugera, Jeffery J. | 1981 |
| Child, A. J. E. | 1963 - 1965 |
| Ching, Donald R. | 1975 |
| Colborne, G. L. | 1968 - 1969 |
| Coventry, James H. | 1984 - 1987 |
| Crawford, L. B. | 1970 |
| Dellabough, Laurianne A. | 1982 - 1987 |
| Dick, J. L. | 1970 - 1973 |
| Disbery, Ian (Secretary) | 1983 - 1988 |
| Dombowsky, David S. | 1971 - 1974 |
| Dosdall, Isabelle S. | 1987 - 1988 |
| Duncan, Honourable Joan | 1988 |
| Edy, C. S. | 1963 - 1964 |
| Gartner, Dr. G. J. | 1975 - 1980 |
| Gedge, Albert E. | 1973 - 1974 |
| Hanlon, Ted | 1982 - 1984 |
| Hatton, G. D. (Secretary) | 1973 - 1974 |
| Hutch, James Paul | 1976 - 1977 |
| Kassian, Elizabeth (Secretary) | 1981 |
| Keple, Brian J. | 1982 - 1986 |
| King, Thomas W. | 1972 - 1981 |
| Klein, Honourable Jack C. | 1983 - 1984 |
| Knight, C. H. | 1967 - 1971 |
| Kuzmicz, Ben J. | 1987 - 1988 |
| Kyle, Larry A. | 1982 - 1988 |
| Laing, T. G. | 1963 - 1969 |
| Maranda, Donald G. | 1979 - 1981 |
| McArthur, Douglas Francis | 1976 |
| McCaig, J. W. | 1963 - 1965 |
| Melin, J. Paul | 1978 - 1981 |
| Mintz, Donald F. | 1981 |
| Norgaard, Milton | 1987 - 1988 |
| Orr, R. T. (Rob) | 1987 - 1988 |
| Osborne, Douglas R. | 1982 - 1988 |
| Pedersen, Carol A. | 1987 - 1988 |
| Pederson, Martin P. | 1982 - 1983 |
| Pinder, Herb C. Jr. | 1982 - 1983 |
| Poutney, F. B. | 1964 - 1965 |
| Preston, T. H. | 1963 - 1964 |
| Radloff, Warren | 1982 - 1983 |
| Randall, Gwen K. | 1979 - 1981 |
| Ready, Kenneth A. (Secretary) | 1982 |
| Reibling, J. Ross | 1982 - 1986 |
| Roger, W. E. | 1966 - 1970 |
| Saddlemyer, Keith O. | 1973 - 1974 |
| Shoyama, T. K. | 1963 |
| Skilnick, Ken | 1987 - 1988 |
| Smith, Madelene M. | 1984 - 1987 |
| Smith, W. Givens | 1967 - 1980 |
| Solomon, George C. | 1963 - 1969 |
| Stephens, H. L. | 1965 - 1966 |
| Tait, David B. | 1975 - 1976 |
| Taylor, Honourable Graham | 1986 - 1988 |
| Turvey, J. N. | 1972 - 1973 |
| Walker, B. W. | 1966 - 1971 |
| Ward, H. F. | 1963 - 1966 |
| Wells, J. A. M. | 1966 - 1970 |
| Yeo, Bruce E. A. | 1979 - 1981 |
| Zakreski, Peter E. | 1982 - 1984 |

# AgriPlace

In 1981, the Agribusiness Group made up of five local implement dealers, approached SEDCO with the novel concept of developing an agribusiness park in a centralized location for businesses that provide equipment, supplies, or services to the agricultural community. SEDCO agreed to develop what is now known as AgriPlace.

The 250-acre business centre is ideally located for city and country traffic. It's just north of the airport, at the junction of Highway 16 and Idylwyld Drive — right next to Saskatchewan Place, Saskatoon's new arena.

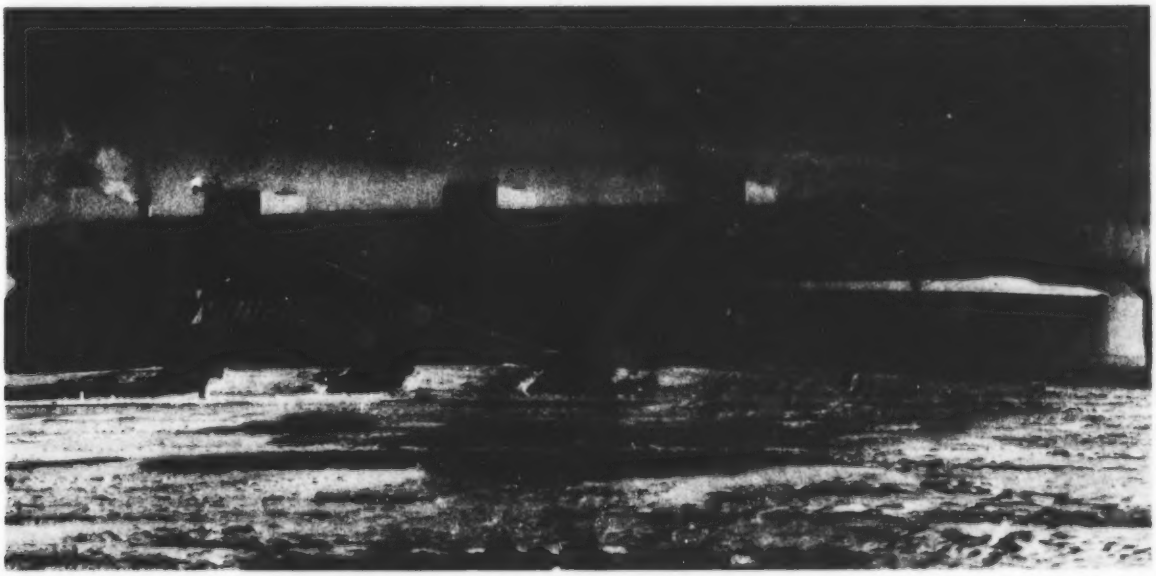
Since construction was completed in 1984, many companies have located their businesses at AgriPlace including Case (corporate-owned sales outlet for farm and heavy duty equipment), Saskatoon Farm Equipment, Homestead Farm Parts, Ford/New Holland, Saskatoon Farm and Garden, Compare Equipment, and Dairy Producers Co-op.

AgriPlex, a 31,500 square-foot multi-tenant facility is available for businesses such as retail outlets, restaurants, wholesalers, or as warehouse space.

Three new ventures will be starting construction in the spring of 1988. They included a commercial ice rink, Bridge City Yamaha, and a Shell Oil cardlock gas bar.

AgriPlace is a progressive idea with practical benefits to both farmers and businesses. Its location gives easy access for the transport of farm implements, plus it offers exceptional convenience to farmers being able to do all their business in one location. The businesses that serve farmers couldn't ask for a better location.

AgriPlace also benefits the province as a whole. Such a concentration of farm-related activity is more likely to attract manufacturers and distributors who would otherwise locate elsewhere. Since specialized services flourish in a concentrated market, AgriPlace could attract the start up of those kinds of businesses.



*Focal point at AgriPlace is the Saskatoon arena — Saskatchewan Place.*

# *Actionwear Saskatoon Ltd.*

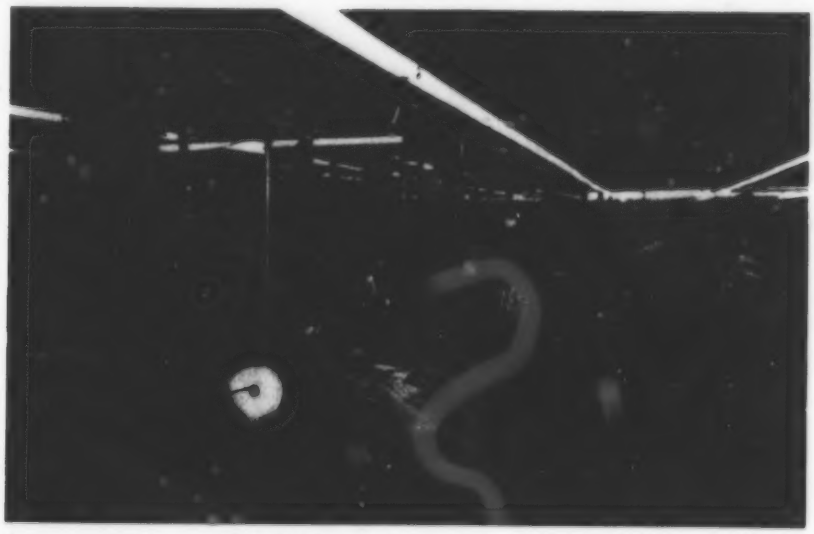
**Chief Executive Officer: Al Reaser**
**Founded: 1974**
**Number of Employees: 90**
**Primary Product: Industrial Clothing and Recreational Ski Wear**

In 1974, SEDCO's assistance helped create a manufacturing company unique to Saskatchewan, now known as Actionwear Saskatoon Ltd. Clothing manufacturing is not usually associated with Saskatchewan, but Actionwear manufactures a complete line of industrial outerwear for both the winter and summer seasons as well as recreational ski wear.

Formerly Kleiman Manufacturing Ltd., the family-owned Actionwear is anchored by Al Reaser's 34 years' experience in clothing manufacturing. Since 1974, the company has matured into a major factor in the needlework industry. A pivotal period for Actionwear was the 1979-80 expansion and relocation to a 20,000 square foot facility near the Saskatoon Exhibition Grounds; a relocation achieved with financial assistance from SEDCO. The subsequent boost in overall efficiency placed Actionwear on a more competitive level.

The factory floor is divided into 6 sections. Each section's specialized team work independently on one particular type of garment. Al Reaser cites this teamwork efficiency coupled with expertise as the reasons for Actionwear's favourable competitive position in Western Canada.

Actionwear's 150 styles of summer and winter outerwear are designed with the considerations of Western Canadian climate realities and consumer fashion taste. Their products are sold in 1,400 retail stores from the Northwest Territories and Yukon to the Lakehead.



*Busy workers in one of Saskatchewan's largest clothing manufacturers.*

# B & D Plastics Ltd.

**Chief Executive Officer: Robert McEwen, Darlinda McEwen**
**Founded: October 1, 1978**
**Number of Employees: 30**
**Primary Product: Manufacture of Various Plastic Products**

The incorporation of B & D Plastics in October 1978, was the beginning of what has developed into a highly successful manufacturing operation. The Moose Jaw company is still owned by founders Robert and Darlinda McEwen. The McEwens started as custom manufacturers of injection moulded plastics with their first products including plastic flower pots, strawberry containers, and specialized refrigerator parts.

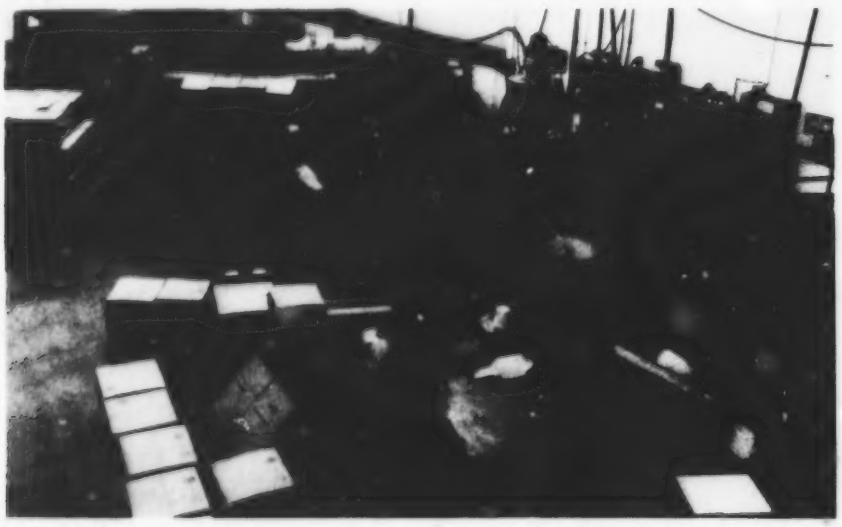
In February, 1979, a SEDCO loan enabled B & D Plastics to purchase additional equipment. This expenditure was a modest indicator of B & D Plastics' future of rapid growth through a series of equipment expansions and increased diversification of custom manufactured products.

In 1981, the company constructed its own building to increase storage and manufacturing space. That same year it contracted several new major customers it is still supplying, including SaskTel (cable TV access boxes) and Federated Co-ops (varying sizes of plastic pour bottles).

The growth created by the new contracts required additional manufacturing support.

SEDCO provided financing for additional manufacturing equipment in 1982. In early 1986, B & D Plastics expanded its capability to include extruding plastic manufacturing.

Today B & D Plastics Ltd. has the versatility to accomplish extrusion, blow moulding and injection moulding. The company manufactures: extruded high density polyethylene sheets for hockey arenas, custom farrow to finish pig operations, inside barn walls and dividers and semi-truck liners; extruded plastic straws, Catv access boxes, plastic pour bottles for oils, solvents, sterile water, saline water etc., including various colors and sizes.



*Plastic containers of all shapes and sizes are manufactured in a blow mould process.*

# *Belle Pulses Ltd.*

**Chief Executive Officer: Ron Gaudet**
**Founded: 1978**
**Number of Employees: 9**
**Primary Product: Processing and Cleaning of Peas and Lentils**

Belle Pulses in St. Isidore-de-Bellevue is an example of the initiative of small companies that have identified a specific need and have carved out their own business niche in satisfying that particular market need.

Belle Pulses has had an ongoing relationship with SEDCO since 1980 when the Corporation was called upon to help with the provision of working capital, funds that virtually ensured the continuation of Belle Pulses. For the next six years, the company used SEDCO's assistance to maintain the company and promote growth.

During this period, Belle Pulses developed contracts with independent growers who supplied the firm with various pulse crops (peas, lentils, and beans). They cleaned, processed, and packaged the products for sale.

In 1986, Belle Pulses again used SEDCO help to purchase a pea splitter. This transaction allowed the company to direct their operation toward the highly specialized work of contract pea splitting. This shift in emphasis has helped to make Belle Pulses a successful company.

*Seed storage units.*

# *Canada Wire and Cable Co. Ltd.*

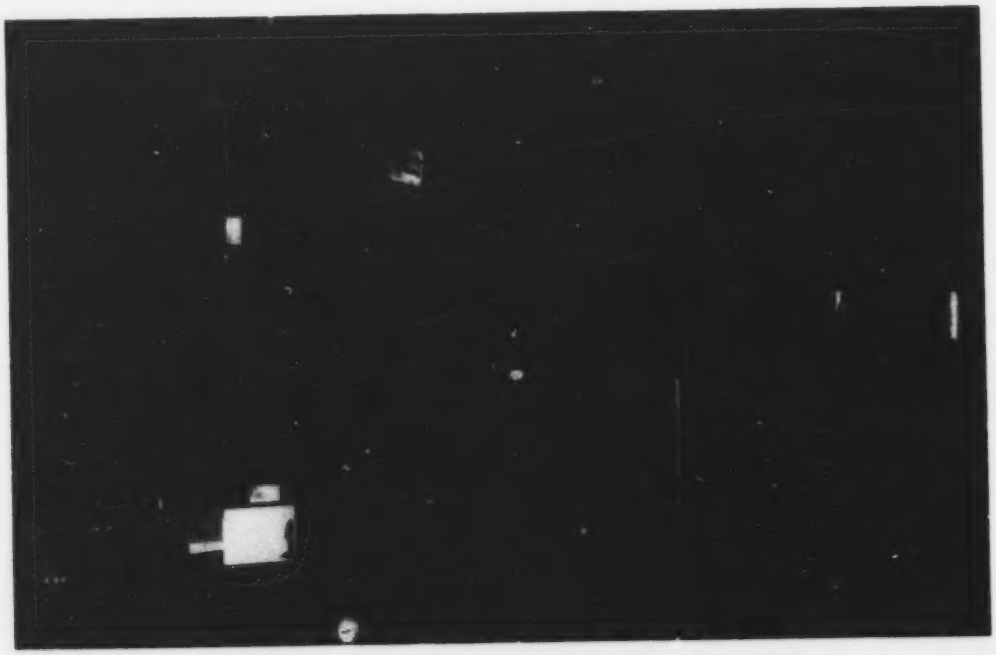
**Chief Executive Officer: Peter Green**
**Founded: June, 1956**
**Number of Employees: 85**
**Primary Product: Telephone Cables Electrical Transmission and Distribution**

The Weyburn plant of Canada Wire and Cable Co. Ltd. is one of nine manufacturing plants the company owns in Canada. Head office is in Toronto. The Weyburn branch represents Canada Wire and Cable for all of Western Canada.

The Saskatchewan presence of this national company began in 1956 when a small scale operation opened in Weyburn. At that time the plant had work for 10 local people. SEDCO financing was used in 1964 for expansion when the company purchased three hangar buildings. Eventually these facilities became inadequate and the company relocated, still in Weyburn. Today's 72,000 square foot structure houses the operation.

With seasonal peaks Canada Wire and Cable's Weyburn plant provides work for 100 people, 10 times the employment the company created in the 1956 start up. Major customers are utility companies such as SaskPower, SaskTel, Alberta Power, Trans Alta, Alberta Government Telephones, B.C. Hydro, and B.C. Tel, to name a few.

Recently, a $3.4 million cable order for an electrification program in Bangladesh was awarded, through C.I.D.A., to the Weyburn plant.



*Wire and cable of varying sizes and gauges are prepared for appropriate markets.*

# *Country Roads Motor Inn*

**Chief Executive Officer: Aldo Del Frari**
**Founded: 1979**
**Number of Employees: 22**
**Primary Product: Motel Complex**

Cut Knife's 20-minute proximity to the Table Mountain ski hill made the Saskatchewan community a natural for the location of a motor hotel. SEDCO's part in helping realize the project began in 1979 when the corporation financed construction of the motel complex. The result was Country Roads Motor Inn, a thoroughly modern facility featuring amenities (30-seat cocktail lounge, 30-seat coffee shop and 60-seat dining room) which complemented the main service of 20 guest rooms. When the motel was completed, the complex was well equipped to capture the market of the winter weekend downhill enthusiast.

Cut Knife has other winter sports attractions like snowmobile trails, cross country ski possibilities, skating facilities, and tobogganning hills. In summer, Cut Knife visitors can water ski, canoe, swim, backpack, or visit the museum and historical sites. Country Roads Motor Inn is at the centre of all of these winter and summer leisure activities. The motel complex has a meeting and conference room for more serious endeavours.

*Motel complex that boasts fully modern facilities for Cut Knife and area.*

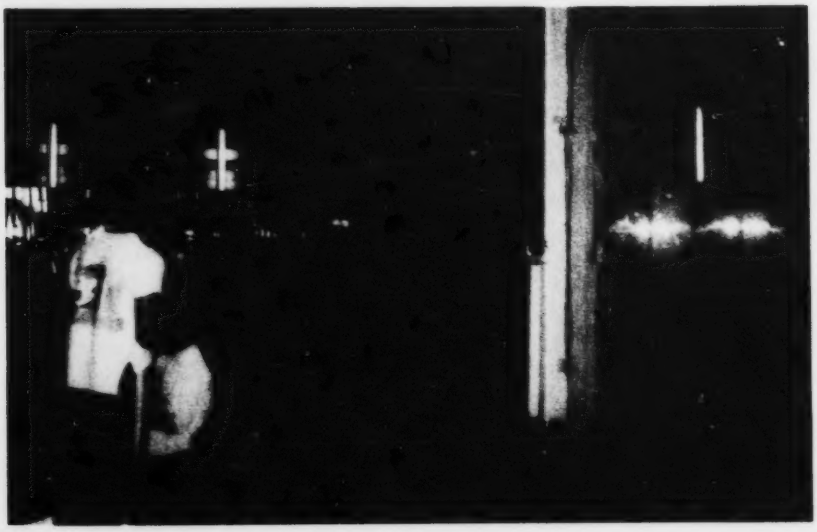
# Courts North

**Chief Executive Officer: Joanne McCammon**
**Founded: 1979**
**Number of Employees: 7**
**Primary Product: Racquetball and Physical Fitness Facility**

The citizens of Prince Albert were finally given the opportunity of working out in a new sports facility after SEDCO provided assistance for the construction of that city's first racquetball and physical fitness facility in 1979.

In May of 1986, the centre was purchased by a partnership headed by Joanne McCammon. The centre has made its mark with a program of re-organization. New management was hired, renovations were undertaken, equipment was updated, and the fitness programs were revised. Today, 16 part-time specialists complement a full-time staff of seven.

The new facility has a variety of fitness and leisure attractions including aerobic exercise rooms, four racquetball courts, weight training centre, a pro shop, 18-hole putter golf course, and locker room and lounge facilities. Daycare is available for members with young children.



*Fitness and recreation facility for Prince Albert residents.*

# *Cypress Hills Cheese Ltd.*

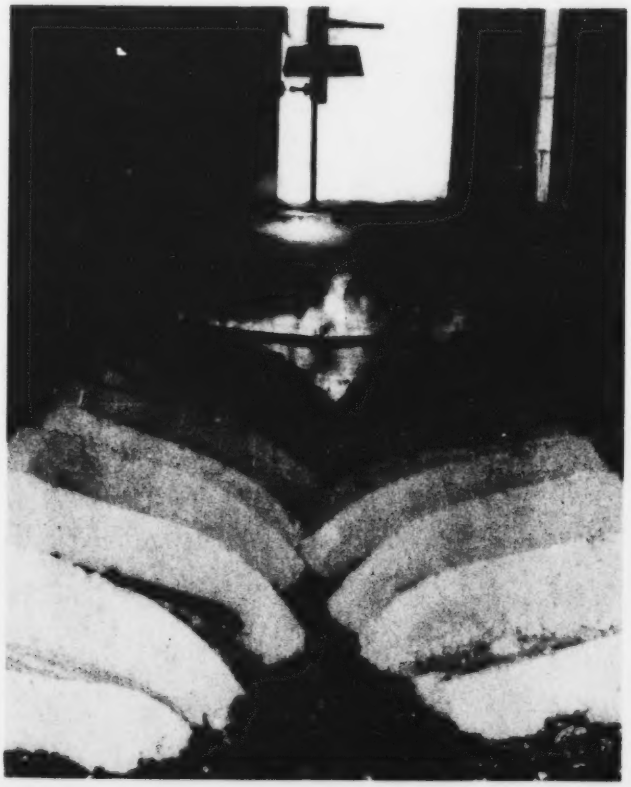
**Founded: January 1974**
**Number of Employees: 9**
**Primary Product: Cheese**

Cheese is a product we often associate with Denmark, France, or Switzerland. Try Swift Current, Saskatchewan, the home of Cypress Hills Cheese Ltd. When this company was formed it was one of only two cheese producing plants in the province.

Cypress Hills Cheese began operations in 1974 with working capital supplied by SEDCO. The small company produced a versatile product line. A rich variety of cheese was manufactured including colby, brick, farmer's cheese, camousin, cheddar, marble, and caraway.

Consumer enthusiasm justified expanding and modernizing the plant. With further SEDCO assistance, renovations increased the plant capacity. In 1978, Cypress Hills Cheese Ltd. could accommodate the cumulative production of 1.8 million pounds of cheese yearly. This was twice the plant's capability a mere four years after start up in 1974.

Dairy Producers Co-operative Ltd. purchased the plant in 1980 and continues to operate it.



*Close to two million pounds of cheese of several varieties is processed yearly.*

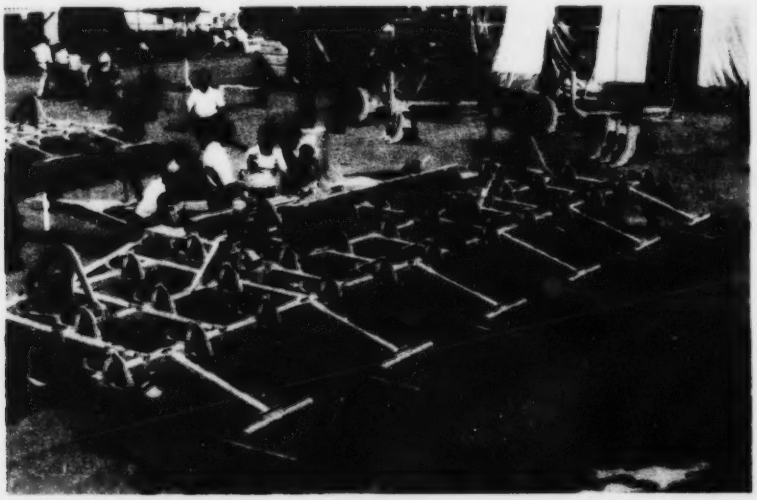
# *Degelman Industries Ltd.*

**Chief Executive Officer: Wilf J. Degelman**
**Founded: 1965**
**Number of Employees: 103**
**Primary Product: Agricultural Machinery**

One of SEDCO's first clients, Degelman Industries Ltd. has been a fixture in Saskatchewan industry for more than two decades. Wilf Degelman's dual interests of farming and manufacturing foreshadowed his entry into the agricultural machinery business. On his farm near Raymore, Wilf operated his own welding and manufacturing business which eventually became Degelman Industries Ltd. in 1965. The next year, the company was moved to Regina.

Only one year after the relocation, Degelman Industries Ltd. needed to expand manufacturing facilities to keep up with increased sales and to accommodate new product lines. This was the first of a series of four expansions which punctuated the success of a growing concern. The last expansion in 1978 pushed the manufacturing site's square footage to 94,000. That was the year Degelman acquired Hylar Precision Machine Ltd. The Hylar transaction allowed Degelman Industries diversification when a downturn in the agricultural economy had predictable consequences for the makers of farm machinery.

Degelman Industries does custom manufacturing, machining, and fabrication for major industries but the firm is best known for its farm equipment. Since 1970 Degelman has made its own line of dozer blades for John Deere, rock pickers, rock rakes, chisel plows, harrows, and other farm implements which bear the Degelman trademark. Most of the company's business is in Western Canada with lesser sales in the North Central United States, Australia and the Middle East.



*One product line from Degelman's manufacturing plant.*

# *Fresh Cuts Wholesale Florist Ltd.*

**Principals: Michael Zaleschuk**
**Laura Zaleschuk**
**Evan Zaleschuk**
**Founded: January 1986**
**Number of Employees: 6**
**Primary Product: Wholesale Florist**

When Fresh Cuts opened its operation as a wholesale florist the company supplied retail outlets with cut flowers, foliage, and tropical and flowering plants.

A few months after starting the business, Fresh Cuts made a purchase which considerably enhanced the company's credibility. The addition of a fleet of vehicles allowed Fresh Cuts to stake its claim as the only wholesale florist which could deliver cut flowers and plants to all points in Saskatchewan. In July, the first of two 1987 expansions took place. The first was a relocation to a larger Regina premises and, the second, in December was the opening of a second wholesale outlet in Saskatoon.

The extensive buying trips are evidence of the executive's dedication to supply their retailers with the latest products in the industry. Laura Zaleschuk has been to the Auction Mart in Holland, heralded as the world's largest flower show. Evan Zaleschuk has purchased flowering and tropical plants in California and Florida. Each week they have flowers flown into Regina and Saskatoon from such exotic locales as New Zealand, Chile, Holland, and Colombia.

*Unpacking imported flowers for distribution to local florists.*

# *Innovation Place*

Innovation Place, the most advanced research park in Western Canada, has gradually become the focal point for Saskatchewan's growing advanced technology industry. As such, it is an expression of SEDCO's mandate to stimulate and diversify the traditional Saskatchewan industries.

The setting for Innovation Place is a 78-acre site adjacent to the University of Saskatchewan in Saskatoon. After securing a long-term lease agreement with the university for the use of the land in 1977, construction on the site began. The research and development park began to take shape with completion of the SEDCO Centre and the Saskatchewan Research Council Pilot Plant facility in 1980. SaskComp was the first tenant in SEDCO Centre, and since then more than 30 tenants have taken residency — 20 of them from the private sector.

The drawing board concept in 1976 was called "Saskatoon Industrial Park", but, when the site opened in 1980 the park was renamed "Innovation Place". The title is appropriate for the most advanced research centre in Western Canada.

Innovation Place is aimed at the future. Research is conducted on several fronts encompassing projects in diverse areas such as agriculture, biotechnology, computer software and hardware development, hydrology, CAD/CAM systems, instrumentation, and communications.

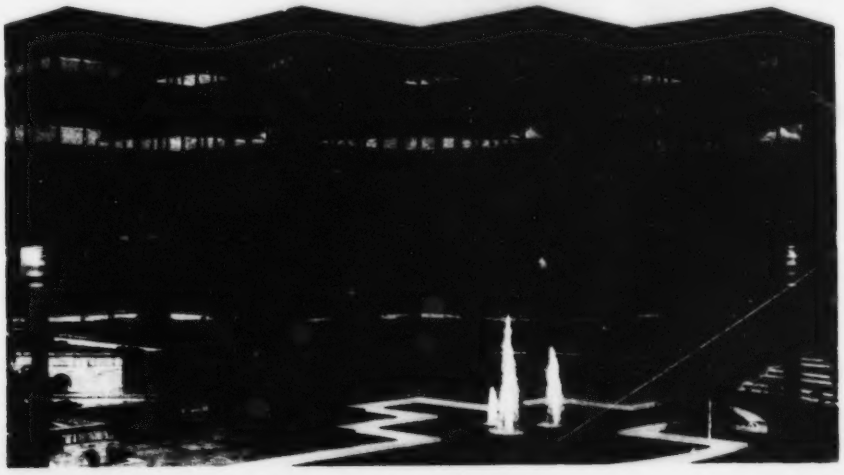
Strategically located adjacent to the University of Saskatchewan, Innovation Place's tenants can call upon the approximately 2,000 researchers and the vast resources of the University of Saskatchewan.

Innovation Place is the centre of a vital advanced technology community providing benefits to all of Saskatchewan and is ideal for small and new companies which benefit from a pool of administrative and office service support, office and shop space, and a headquarters tailor-made to the company's needs. Other services at the disposal of small and new companies include: meeting rooms, squash courts, display area, and parking for staff and visitors.

Large companies or institutions can lease land and construct their own buildings subject to SEDCO's construction guidelines.

Innovation Place has created an environment for companies wanting to participate in the future. The qualification for residency is that the company be involved in research and development with the accent on development.

Innovation Place has eight buildings and more than 30 tenants. Development in the park has grown from 170,000 square feet in 1980 to more than 500,000 square feet in 1987. Another 50,000 square feet is under consideration for development in 1988-89 which will leave the research park approximately 40 per cent developed.



*SEDCO Centre, an office complex at Innovation Place.*

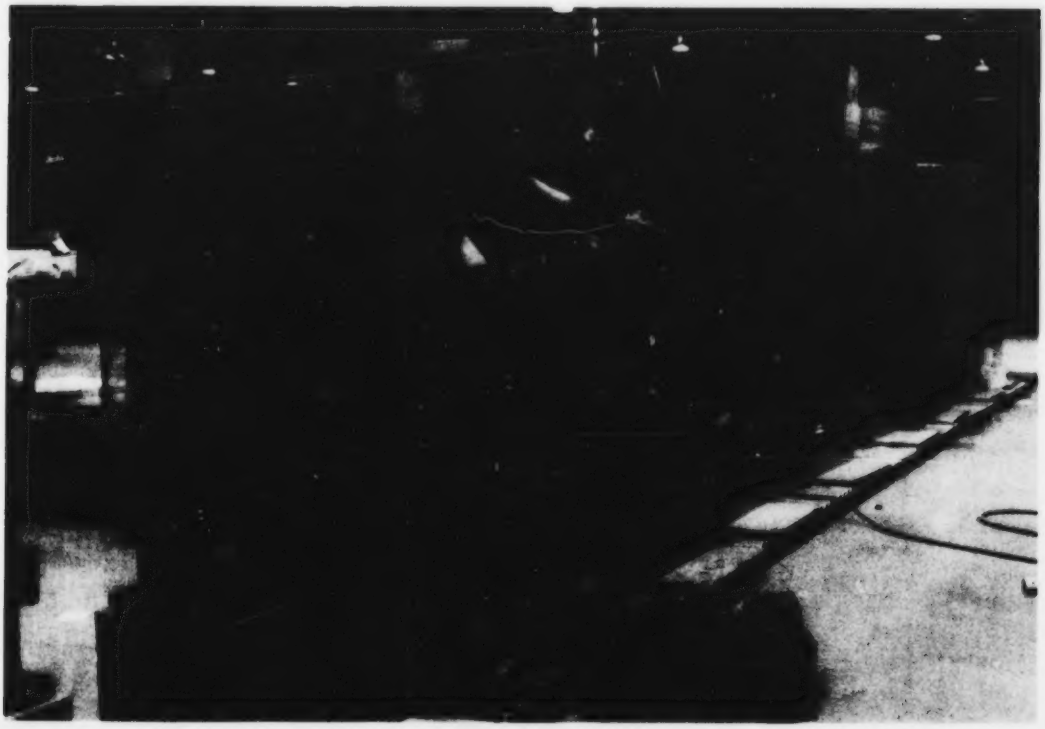
# *Inventronics (Saskatchewan) Limited*

**Chief Executive Officer: Gary R. Thompson, P.Eng.**
**Founded: 1981 in Saskatchewan**
**Number of Employees: 50 (Moose Jaw)**
**Primary Product: Sheet Metal Fabrication**

Inventronics dates back to the company's 1970 incorporation in Manitoba. The company was initially a cottage industry based in Brandon. Inventronics still has its head office in Brandon. The company's entry into the Saskatchewan economy began with the 1981 acquisition of an 80,000 square-foot plant in Moose Jaw. In August 1982, SEDCO provided financial assistance for the establishment of Inventronics (Saskatchewan) by taking a common share equity position within the company.

The Moose Jaw plant has a remarkable array of sophisticated technology for the production of metal enclosures and for plastic fabrication. The equipment is capable of shearing, notching, punching, and forming sheet metal and metal tube bending — all functions related to metal fabrication. For plastics manufacturing, the Moose Jaw plant can accomplish vacuum thermo forming, polyurethane structural form moulding.

Inventronics products are used by public utilities, the telecommunications industry, and the military. Fifty percent of the company's sales are with export markets.



*Assembling metal circuitry cabinets manufactured for 3M Canada.*

# *Leader Industrial Park*

The Town of Leader wanted to attract industry to its community but lacked the financial resources to build the necessary industrial sites. SEDCO was invited to help. SEDCO's economic needs study determined that Leader qualified for assistance through the corporation's Community Industrial Parks Program. One of the program's objectives was to decentralize industry with the intention of contributing to balanced economic growth within the province by encouraging industry to locate in rural areas.

Leader's 13-acre industrial park is the product of co-operation between SEDCO and the Town. For its part, Leader waived some costs incurred before development and installed roads and culverts to ensure that the final price of land was kept within a marketable range.

SEDCO provided development and servicing with electricity, natural gas, water, telephone and gravel roads.

Most of the 21 lots in Leader Industrial Park have been sold and are occupied by Koncrete Construction Ltd., Town of Leader, Tenneco Canada Inc., Nagel's Sand & Gravel, Clary Electric Company Ltd., and Schmidt Welding & Machine Ltd. Only four lots (1.87 acres) remain available and consequently the Town of Leader is considering expansion of their industrial park.

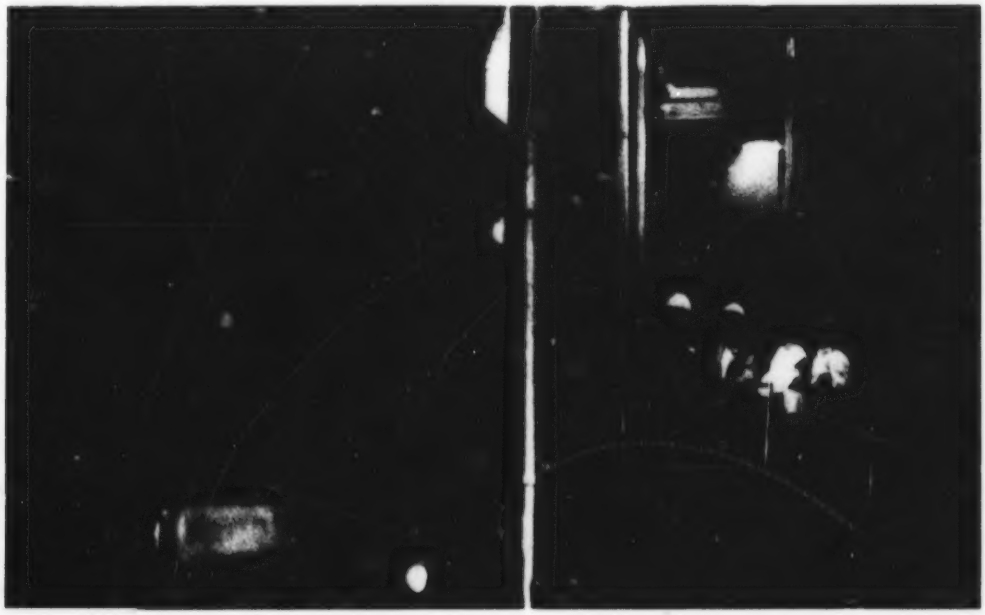
# *MacMillan Bloedel (Hudson Bay) Ltd.*

**Chief Executive Officer: John Didula**
**Number of Employees: 147**
**Primary Product: Manufacturing of Waferboard**

The name MacMillan Bloedel is synonymous with waferboard. The company has more than 20 years of experience manufacturing and marketing the product, including the output from a branch in Hudson Bay, Saskatchewan. SEDCO first became involved with MacMillan Bloedel at Hudson Bay in 1983 by providing financial assistance to help modify and modernize its plant.

The modernization was designed to make the plant more competitive in the industry and was credited with helping to maintain a major manufacturing facility in Hudson Bay, along with significant economic benefits not only to the community but to Saskatchewan as a whole.

The plant now provides full-time jobs to 147 employees direct, in addition to 60 workers employed indirectly as loggers living in the surrounding area.



*Glue-soaked wood chips are heat-pressed into waferboard panels.*

# *Meadowfresh Mushroom Company Ltd.*

**Chief Executive Officer: Neil Mason**
**Founded: 1985**
**Number of Employees: 13**
**Primary Product: Mushrooms**

Neil Mason and Connie Driver had previous experience in the mushroom industry in British Columbia. However, the decision to locate their own mushroom farm in Saskatchewan was made after lengthy consideration and several feasibility field trips.

Backed by a preliminary financing arrangement with SEDCO, Neil and Connie took the plunge and started their family mushroom farm just outside Saskatoon. SEDCO also helped in the purchase and conversion of an old factory building into a 10-unit growing facility. SEDCO was again involved when the corporation financed expansion on an indoor composting facility in the fall of 1987. This measure has gone a long way toward eliminating the mushroom farm's biggest problems — severe Saskatchewan winters.

Meadowfresh Mushroom plans another expansion in the 1988 summer involving an increase of growing facilities to 16 units plus an enlargement of the product cooling and packing areas.

*Harvesting mushrooms for market.*

# More For Men Gifts

**Principals: Steve Leakos**
**Suzanne Leakos**
**Shona Leakos**
**Founded: 1986**
**Number of Employees: 4**
**Primary Product: Variety of Gifts for Men**

More For Men Gifts got its start through SEDCO's innovative financial program designed to help young business people aged 18 to 30 years. Steve, Suzanne, and Shona Leakos opened their store in Circle Park Mall in Saskatoon with Youth Entrepreneur Program financing in 1986.

The concept of the gift shop is to offer a fresh approach to gift giving for men. More For Men Gifts satisfies the needs of office, travel, and grooming with practical gifts, while remembering the necessity of leisure with barware and entertainment gifts. Those in search of the gift for the man who has everything is sure to find something unique in this establishment.

The 750-square-foot store is a good example of what young people can accomplish when given the opportunity.

*The place to visit when shopping for a unique gift for a man.*

# *Newfield Seeds Limited*

**Chief Executive Officer: E. Fraser Remple**
**Founded: 1948**
**Number of Employees: 45**
**Primary Product: Seed Cleaning, Contracting and Sale of Certified Seed**

In 1948, Newfield Seeds commenced operations in Nipawin. Since that time, the firm has dealt with clients in 24 countries on five continents, including Eastern Europe and China.

Newfield Seeds is strategically located in a productive farmland area, with a perfect climate for the development of various types of seeds. The company grows and processes forage legumes, grass seeds, special crops, cereal crops, and many other foreign varieties. Newfield takes the product through all stages from planting to shipping, utiliziing employees trained in specialized areas to guide every step.

SEDCO has been associated with Newfield Seeds Limited since 1974 through its subsidiary ProStar Mills and later on directly with Newfield Seeds itself. In this time period, under the capable guidance of Fraser Remple, Newfield's volume has virtually doubled to $15 million annually. This has resulted in the number of employees increasing from 20 to the present full time complement of 45.

Fraser Remple, the president for the last 25 years, cites the company's personnel as its most valuable asset.

*Silos and plant at Newfield Seeds.*

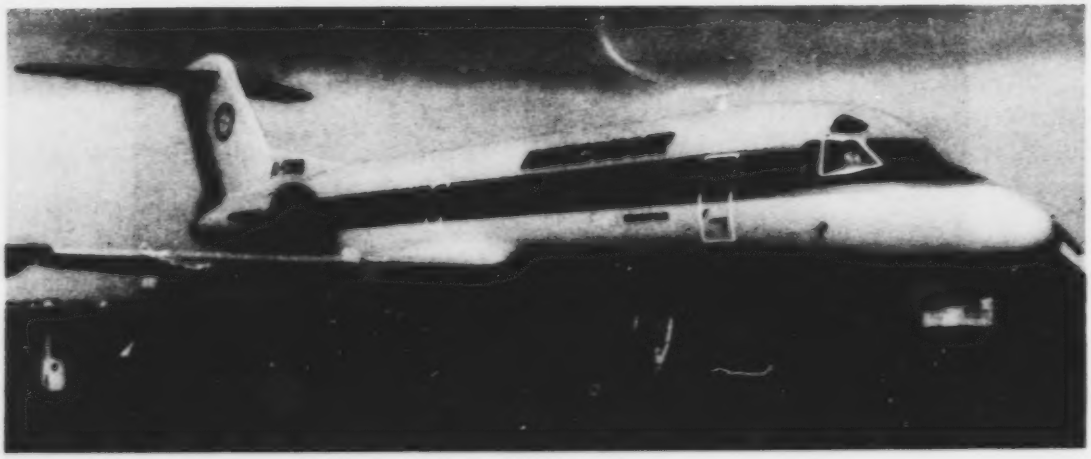
# *North Canada Air Ltd. (Norcanair)*

**Chief Executive Officer: Albert Ethier**
**Founded: 1979**
**Number of Employees: 140 (Time Air)**
**Primary Product: Air Passenger Service**

Norcanair enjoyed the distinction of having been the only Saskatchewan-owned and operated scheduled air service in the province's history.

In 1979, chief executive officer Albert Ethier established his own charter air service in Northern Saskatchewan called High Line Airways Inc. In early 1983, Ethier took over the operation of Norcanair in an amalgamation with his company. At the time of the merger, Norcanair had just three daily flights within Saskatchewan. After the takeover, scheduled flights eventually grew to include eight Saskatchewan destinations. Norcanair also carried passengers to Edmonton, Calgary, and Minneapolis.

Norcanair's rising business success was underscored at the 1985 Achievement Business Excellence Awards when it was named Saskatchewan Business of the Year. Appropriately, Norcanair's ABEX award coincided with an upswing in customer demand and expectation. With financial assistance from SEDCO the company added two jet aircraft to its fleet. This purchase helped maintain the company's priority of quality service with a growing clientele. Early in 1987 Time Air purchased 100 per cent of Norcanair.



*Jet now flies under the Time Air name since the 1987 takeover.*

# *Pioneer Optical Ltd.*

**Chief Executive Officers: Donald Kuhnie**
**Jerome Getz**
**Number of Employees: 26**
**Primary Product: Glass and Plastic Eye Glass Lenses**

Pioneer Optical Ltd. is the only independent plastic lens laboratory in southern Saskatchewan. Co-founder Donald Kuhnie acquired extensive experience in the lens business as a veteran employee of American Optical Inc. It was Kuhnie's belief that a Saskatchewan-owned optical lens manufacturer would hold a significant market advantage in Western Canada. In 1981 Kuhnie and Jerome Getz acted on that conjecture and formed Pioneer Optical. (They share operating responsibilities.)

Kuhnie's theory proved to be correct and soon Pioneer Optical's customer demands required larger facilities and more efficient high tech lens manufacturing equipment. Innovative Research Inc. was established as a research and development arm. That company has patented an automated computerized system which provides maximum efficiency in the manufacture of eye glass lenses.

Innovative Research Inc. and Pioneer Optical Ltd. operate out of the same building in Regina, but Pioneer Optical has a branch in Saskatoon.

The operation supplies Western Canadian optical dispensers and professional optometrists with a full variety of glass and plastic eye glass lens products.

*The lab supplies a Saskatchewan and Western Canadian market.*

# *Plains Poultry Ltd.*

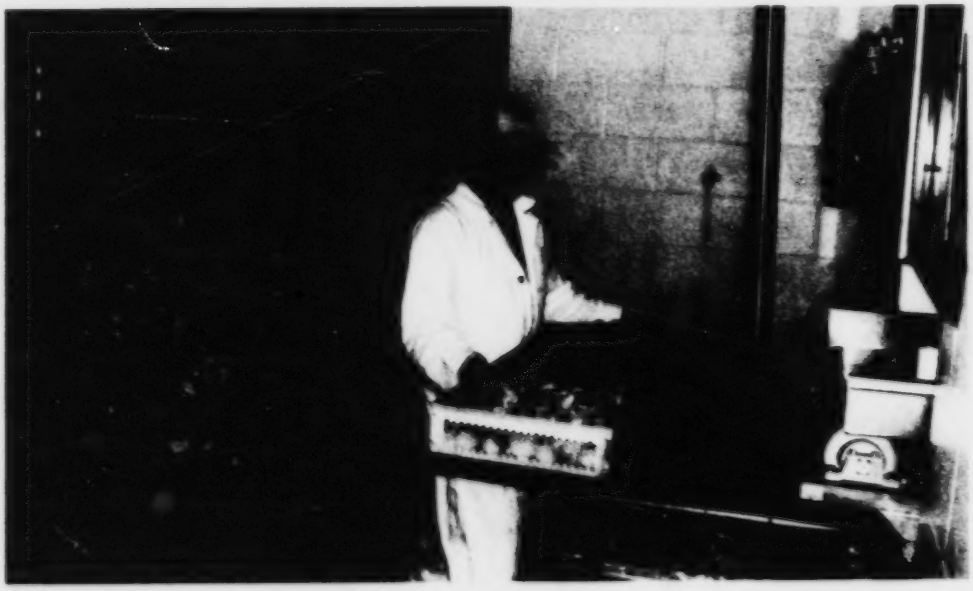
**Chief Executive Officer: Ralph Effler**
**Founded: 1979**
**Number of Employees: 198**
**Primary Product: Processed Chickens and Turkeys**

Plains Poultry Ltd. began in 1958 when the business was called Kelliher Creamery Co. Ltd., and later Crawford Foods. In 1979, when Plains Holdings Ltd. purchased the shares of Crawford Foods the company became known as Plains Poultry Ltd.

Plains Poultry is the main reason the company's home of Wynyard is known as "the chicken capital of the world". For the people of Wynyard that claim is much more than just a tourist novelty. The business of processing chickens and turkeys has made Plains Poultry Wynyard's biggest employer. Consequently the company is vital to the economic welfare of the town.

In a push for overall efficiency, Plains Poultry has automated all aspects of the operation and a new hatchery has been constructed by an affiliated company, Wynyard Hatchery Inc.

Plains Poultry's chickens and turkeys are processed into various forms including whole, cut-up, and custom orders. The company markets its products under the Sunnyland label. Western Canada is the primary market.



*Plains Poultry raises its produce and processes it for market.*

# *Quill Natural Spring Water Ltd.*

**Chief Executive Officers: Randall Martin**
**Laurie Martin**
**Founded: April 30, 1985**
**Number of Employees: 10**
**Primary Product: Bottled Salt-Free Natural Spring Water**

Quill Natural Spring Water Ltd. was the unexpected spin-off of Pyramid Vegetables. Laurie and Randall Martin operated the vegetable farm for several years at a location two miles south of Wynyard.

A marshy area behind one of the storage buildings had a hidden asset — an underground spring. The Martins recognized the potential, and, after securing financial assistance from SEDCO, incorporated a new company, Quill Natural Spring Water Ltd. The nearby building, formerly reserved for potato storage, was transformed into a bottling plant.

The bottled water is sold in all parts of Canada. The young company has also secured markets in Japan and the United States. The quality of the water has created a reputation such that Quill Natural Spring Water is a serious competitor with established brands.

The Martins are excited about a new product, Vita-Quill — vitamized spring water which they hope will be ready by May, 1988. They are predicting Vita-Quill will set a new market trend in bottled water.

*Securing major contract with Japan.*

# *Royers Trucking Ltd.*
# *T/A Royers Sawmill*

**Chief Executive Officer: Felix Royer**
**Founded: 1985**
**Number of Employees: 13**
**Primary Product: Treated Fence Posts and Dimensional Lumber**

When Felix and Beverly Royer moved to Maple Creek in June, 1985 they accepted the challenge of resurrecting a defunct sawmill operation. The Royers faced considerable local skepticism because the sawmill had already failed three times. However, they had the advantage of experience in the operation of their own log and pulp hauling company and Felix understood sawmill operations from previous work.

Felix recognized tremendous potential in the dormant plant. The Maple Creek location had a proximity advantage over North Saskatchewan sawmills in servicing ranches and farms of the southwest with treated fence posts and corral slabs. The Royers' commitment revived a viable operation and in December, 1985 they used SEDCO financing to graduate from a leased operation to ownership of the sawmill.

At first the sawmill only produced rough and planed dimensional lumber. In the fall of 1987, with SEDCO assistance, a large capacity pressure treating plant was added opening up the large potential provided by markets for pressure-treated fence posts and lumber for wooden basements, decks, and other residential uses.

Logs for the sawmill operation are hauled from Cypress Hills where the logging operation provides up to six additional jobs.

*Pressure treater and house.*

# *Saskatoon Farm & Garden*

**Chief Executive Officer: Rod Vogelsang**
**Founded: 1976**
**Number of Employees: 22**
**Primary Product: Farm Equipment Sales**

Saskatoon Farm & Garden was formed in 1976 owned by Rod Vogelsang. Lawn and garden equipment was the product line sold at the 43rd Street and the Circle Drive locations. In 1979, a move to Faithful Avenue brought with it three new partners, Rod's brothers, and a new farm equipment line, Allis Chalmers. Up to this point, facilities the company had operated from had been rented.

In 1986, Saskatoon Farm & Garden made their biggest move by purchasing a 22,000 square-foot building on five acres of land in AgriPlace.

Then in 1988, another major step for the Vogelsangs was when they became the John Deere dealer. This transaction meant that all the major implement dealers have representation in AgriPlace.

Grant Vogelsang says: "Moving to AgriPlace was a major plus for us in our association with John Deere. It was imperative to have the proper facilities in the right location for us to be awarded the dealership. All this would have been impossible if it weren't for the help received from the loans and properties divisions of SEDCO."

*Proud of their new line — John Deere.*

# *Schulte Industries Ltd.*

**Chief Executive Officer: Earl Schulte**
**Founded: 1972**
**Number of Employees: 23**
**Primary Product: Rock Pickers and Snowblowers**

The incorporation of Schulte Welding and Manufacturing Ltd. in 1964 was the culmination of two successful inventions by John Schulte: a snowblower (1948) and a rockpicker (1958). The initial modern production line was extremely different from the company's roots as a small business venture in rural Saskatchewan, but there was a continuity. The rockpickers, snowplows, and earthscrapers were all inventions of the company founder John Schulte.

John began a family tradition when he hired son Earl as a welder in 1965. Earl later became president in 1978. Son-in-law Jim Carnago formed the company's sales arm, Rockelator Sales Ltd., with the goal of selling Schulte products to the world. A corporate realignment in 1972 pointed Schulte to overseas markets. The manufacturing company became Schulte Industries Ltd. and the sales arm was known as Schulte Sales Ltd. In 1973, the sale of three rockpickers to Cyprus opened the international door. The company has since made sales to Italy, Australia, Saudi Arabia, and Syria. Schulte envisions the export market as the biggest source of future business. The U.S.S.R. is included in that projection.

SEDCO's association with Schulte occurred in 1975, when the corporation loaned half the money for an ambitious plant expansion. This paved the way for the introduction of new product lines and the updating of John Schulte's original designs. The company carries on the founder's tradition of invention with a three-man research and development team. Today Schulte Industries Ltd. makes equipment for the farm, oil, and industrial sectors of the economy.

*Rockpicker on display.*

# *Threadfast Manufacturing Ltd. (TIA Spar Group)*

**Chief Executive Officer: Lance Sparling**
**Founded: 1974**
**Number of Employees: 114 (Saskatchewan)**
**Primary Product: Fasteners and Other Lines of Hardware**

The Spar Group had an obscure beginning in the basement of the Sparling family's rented Vancouver home where they packaged fasteners and hardware from foreign manufacturers. As Canadian distributors, the Sparlings laid down a national network. This distribution system positioned them to make their own hardware and displace the imports they had packaged.

The leap of faith was taken in 1974 when Spar opened its first manufacturing plant in Vancouver as Threadfast Manufacturing Ltd. At that point, the Sparling family business had blossomed into a fully-integrated umbrella of manufacturing, packaging, and distribution.

Soon the business out-grew the Vancouver facility and with SEDCO assistance in 1982 the Saskatchewan plant opened in Swift Current. Components of manufacturing, packaging, and distribution were located in one self-contained 80,000 square foot building. Increased business and new product lines promoted a 21,500 square foot expansion adjacent to the 1982 building. SEDCO participated in the 1987 construction of that site.

The Swift Current plant has been the main manufacturer of the Spar-Pak line of fasteners and builders' hardware. Because of the recent purchase of MACtac's Consumer Products Division, the Swift Current plant is also the source of self-adhesive hooks and accessories.

*Hon. Pat Smith at the controls of a machine used in manufacturing screws.*

# *Trail-Rite Flatdecks Ltd.*

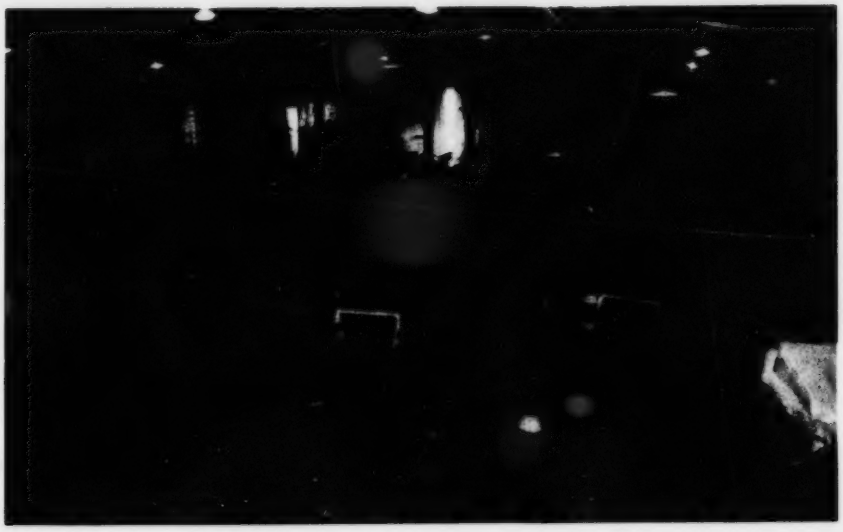
**Chief Executive Officer: David Burton**
**Founded: 1975**
**Number of Employees: Over 100**
**Primary Product: Hopper Bottom Bins**

The Trail-Rite name has its origins in the company's first product lines, flat deck trailers. To begin, the 1975 Tisdale operation had a staff of three working in a 5,000-square-foot shop. By 1977, Trail-Rite had moved to a four-acre site on the outskirts of Tisdale to accommodate two production lines staffed by 30 employees.

A major turning point for Trail-Rite was the 1978 introduction of a new product line, hopper bottom fertilizer bins, which feature cone-shaped bottoms for ease of unloading. Trail-Rite's foothold as the first Saskatchewan hopper bottom bin maker gave it a springboard to eventual leadership as Western Canada's largest manufacturer of this product type. Trail-Rite continued making trailers but the bins became the company's lifeblood. Through evolutionary stages of innovation and modification, the bottom bin successes made Trail-Rite the industry pace setter. Even during the recent agricultural downturn, Trail-Rite increased its market share in sales of bins.

Trail-Rite has responded at different times to specialized market needs and economic conditions. The result has been a diversity of new lines which complement the company's core of main trademark products. Oil storage tanks, structural steel products, steel power towers, bucket elevators, and rail car loading facilities are among a long list of products which demonstrate Trail-Rite's astute adaptability to fluctuating market conditions.

A national dealer network started in 1980 distributes Trail-Rite's products through Saskatchewan Wheat Pool Farm Service Centres and over 50 independent dealers in Canada and the United States (particularly South Dakota and Montana).



*Assembly of 2-way gravel truck boxes.*

# *Water Conditioning Canada Ltd.*

**Chief Executive Officer: Donald G. Fettes**
**Founded: 1967**
**Number of Employees: 140**
**Primary Product: Water Softening & Water Purifying Units**

Water Conditioning Canada Ltd. has been a rapidly growing company as reflected in the need for larger facilities on two occasions in the company's short history. The first building, leased premises on Dewdeny Avenue, had 8,000 square feet of production and office area. In 1975 SEDCO provided financial assistance for the company to construct a building at 555 Park St. When Water Conditioning Canada Ltd. became too big for these premises, SEDCO again provided financing for the 1987 relocation to the present site. Today, the company's building at 580 Park Street has 80,140 square feet.

Water Conditioning Canada Ltd. makes a series of water conditioning units sold under familiar labels such as Sensimatic, Metermatic, Citation, Aquafine, and Econoline. The product has captured over 50 per cent of the Canadian market with sales of 23,800 units compared to the national total of 46,500. In addition, drinking water systems for the purification of home water supplies are an expanding part of the company's business.

Having built a solid base in Western Canada from Regina the company has branch offices in Calgary, Alberta and Cambridge, Ontario. The company's products are sold nationwide, with Ontario and Quebec forming a large percentage of the company's business.

*Technician preparing components for water conditioning units.*

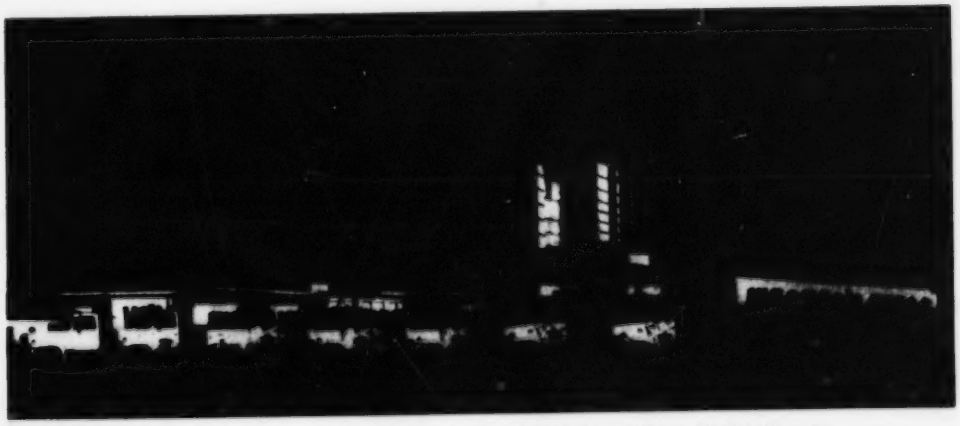
# *Western Feed Mills Ltd.*

**Chief Executive Officer: Ray Hayko, Jack Rynsburger**
**Founded: 1976**
**Number of Employees: 33**
**Primary Product: Feeds and Supplements**

Western Feed Mills Ltd.'s history follows a typically successful pattern of a modest start followed by a program of updated equipment and expanded facilities which paced the company's growth. Western Feed Mills is headquartered with a modernized plant in North East Regina. The company operates a swine research centre near Balgonie and has a company warehouse in North Battleford.

Western Feed Mills manufactures feeds and feed supplements for the agriculture related industry. The company has registered an impressive 125 formulas for hog, beef, dairy, and poultry feed. The manufacture of pre-mixes and minerals are part of the capability of this company which also has the versatility of specialty feed preparation.

The Regina plant represents the culmination of the most recent stage of the company's expansion. This highly automated plant is designed to produce approximately 1,300 tonnes of feed per week. Saskatchewan has been the main market for Western Feed Mills with Alberta and Manitoba as secondary destinations for feed and supplements.



*Feed for farm livestock processed in Regina is distributed throughout Saskatchewan.*

# *Wy-Lee Industries Limited*

**Chief Executive Officer: Ed Schafer**
**Founded: 1976**
**Number of Employees: 75 - 100**
**Primary Product: Livestock Trailers**

Wy-Lee Industries Ltd. began as Carl Mino's hobby on his farm outside North Battleford. Today the company is one of North America's largest manufacturers of horse and other livestock trailers.

Wy-Lee graduated to its present location in McMillan Industrial Park after producing its first 400 to 500 units. Today Wy-Lee has reached the cumulative level of 16,000 units manufactured, including specialty sidelines such as oil field and construction bunkhouses.

In 1981, SEDCO assistance was used for the construction of Wy-Lee's current manufacturing facility and the purchase of additional equipment necessary for the kind of service dictated by a growing market.

Wy-Lee meets the demands of that market with increased diversification. In addition to the main product lines of livestock trailers, Wy-Lee manufactures flat deck trailers, golf carts, and industrial trailers. It made 497 steel bacon "trees" for Gainers in North Battleford and customized a large mobile van for the North Battleford Fire Department. Wy-Lee is also expanding into manufacturing steel truss rafters and beams suitable for commercial, industrial, and agricultural buildings.

*Applying side panels on a horse trailer.*